

ORIGINAL

NEW APPLICATION



0000136600

May 13, 2012

DOCKET CONTROL CENTER
ARIZONA CORPORATION COMMISSION
1200 WEST WASHINGTON STREET
PHOENIX AZ 85007

E-20852A-12-0269

RE: ENERGY PROFESSIONALS, LLC's APPLICATION FOR A CERTIFICATE OF
CONVENIENCE AND NECESSITY FOR COMPETITIVE RETAIL ELECTRIC
SERVICES

To Whom It May Concern:

Please accept this signed, notarized and verified original application plus thirteen (13) copies of Energy Professionals, LLC's Application for a Certificate of Convenience and Necessity for Competitive Retail Electric Services in the State of Arizona. As Energy Professionals, LLC operates as a broker and will not actually be providing competitive electric services, no CC&N is required.

Should you have any questions, please do not hesitate to contact me at (203) 803-8714 or kristinkreuder@optonline.net. To be clear, Energy Professionals, LLC is the Applicant and I am merely helping them with the application process. If there is anything further that is required, please let me know and I will be happy to provide the information as soon as possible. Thank you for your consideration.

Sincerely,

Kristin Kreuder

Kristin Kreuder
On behalf of Energy Professionals, LLC

Arizona Corporation Commission
DOCKETED

JUN 21 2012

DOCKETED BY	<i>[Signature]</i>
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RECEIVED
JUN 21 10 13 AM '12
DOCKET CONTROL CENTER

ARIZONA CORPORATION COMMISSION

Application for Certificate of Convenience and Necessity (CC&N) to Provide Competitive Retail Electric Services

Mail original plus 13 copies of completed application to:

Docket Control Center
Arizona Corporation Commission
1200 West Washington Street
Phoenix, Arizona 85007-2927

For Docket Control Only:
(Please Stamp Here)

If you have current applications pending or have a
CC&N in Arizona as a competitive retail electric
service provider, list:

Type of Service: _____

Docket No.: _____ Date: _____

Decision No. _____ (if applicable)

Type of Service: _____

Docket No.: _____ Date: _____

Decision No. _____ (if applicable)

The Applicant is applying for approval to provide the following competitive retail services:

- ☐ Electric Generation
- ☒ Aggregation
- ☒ Brokering
- ☐ Meter Service Provider
- ☐ Meter Reading Service Provider
- ☐ Reseller of Meter Service
- ☐ Reseller of Meter Reading Service
- ☐ Other _____

SECTION A

Applicant Information

- (A-1) The exact legal name of Applicant, current address, and telephone number (including area code). Include any other business address and telephone number of the principal place of business if different from current address and telephone number: (Include E-mail addresses and fax numbers.)

Energy Professionals, LLC
13100 56th Court, Suite 703
Clearwater, Florida 33760
Telephone: 727-572-0600
Facsimile: 727-572-0602
Toll Free phone for customer service: 877-343-9044
info@energyprofessionals.com

- (A-2) If doing business under a name other than the Applicant name listed above, specify all names and addresses of business activity:

N/A

- (A-3) The name, address, telephone number, fax number, and e-mail address of the management contact:

Steve Upham, Vice President
Energy Professionals, LLC
13100 56th Court, Suite 703
Clearwater, Florida 33760
Telephone: 727-572-0600
Facsimile: 727-572-0602
supham@energyprofessionals.com

- (A-4) The name, address, telephone number, fax number, and e-mail address of the attorney, if any, representing the Applicant:

N/A

- (A-5) What type of legal entity is the Applicant?

- ☐ Sole proprietorship
- ☐ Partnership: ____ limited, ____ general, ____ Arizona, ____ foreign
- ☒ Limited liability company
- ☐ Corporation: ____ S, ____ C, ____ non-profit, ____ Arizona, ____ foreign

☐

Other, specify:

Describe any affiliate or subsidiary interest the Applicant has and include the parent company's name and address.

N/A

- (A-6) Submit as Attachment "A" the names of all owners, partners, limited liability company managers, or corporate officers and directors and indicate the percentages of ownership of each. If the Applicant is a corporation, list the names and addresses of all persons or entities which directly or indirectly own, control, or hold the power to vote 10% or more of the Applicant's outstanding voting securities. Include the most recent report required by the Securities and Exchange Commission that details such information.

Please see Attachment "A" attached hereto.

- (A-7) Does the Applicant plan to sell retail electric services in Arizona? If "yes", provide the anticipated service date(s). Submit as Attachment "B" a copy of all relevant tax licenses from lawful taxing authorities within the State of Arizona. You may contact the Dept. of Revenue at 602-542-4576 to obtain information.

Yes, in a broker capacity. Service dates to commence upon receipt of license. As applicant will not be collecting revenue from customers, Attachment "B" is inapplicable.

- (A-8) The Applicant must comply with the tariff filing requirements of A.A.C. R14-2-1611. The maximum rates specified in any tariff shall not be less than the Applicant's marginal cost of providing the service. Any changes in the maximum rates or in the terms and conditions of service are not effective until approved by the Commission. Submit as Attachment "C" the Applicant's proposed tariff that must include a description of each service to be provided, the maximum rate for each service, and any other terms and conditions that apply to each service to be provided.

N/A

- (A-9) The CC&N may permit statewide provision of each service except for areas determined by the Commission not to be open to competition. Describe the geographic areas in which the Applicant will provide each service.

All geographic areas in which the applicant is permitted to provide brokerage services.

- (A-10) List the states in which the Applicant currently provides retail electric services similar to those it proposes to sell in Arizona. Submit as Attachment "E" a copy of any authority given to the Applicant to provide electric services.

Please see Attachment "E" attached hereto.

(A-11) Provide a list of states in which the Applicant sought authority to provide retail electric services and in which the state denied the authority or granted authority with major changes or conditions for those services. For each state listed, submit as Attachment "F" a copy of the decision modifying the application for authority to provide retail electric services.

N/A

The applicant has not been denied authority to sell retail electric services in any state in which it has applied to do so.

(A-12) Has the Applicant been granted authority to provide retail electric services in any state where such authority was later revoked? If "yes", submit as Attachment "G" a copy of each decision revoking the authority.

No, the applicant has never had any such authority revoked.

(A-13) Has the Applicant been involved in any formal complaint proceedings before any state or federal regulatory body? If "yes", list the regulatory body, the nature of the complaint, and submit as Attachment "H" a copy of the order resolving the complaint.

No, the applicant has never been involved in any such formal complaint proceedings.

(A-14) Has the Applicant been involved in any civil or criminal investigations related to any state or federal consumer protection laws or regulations within the last five years? If "yes", submit as Attachment "I" the state and the nature of each investigation, and when such investigation occurred.

No, the applicant has never been involved in any such investigations.

(A-15) Has the Applicant had judgment entered against it in any civil matter or been convicted of criminal acts related to any state or federal consumer protection laws or regulations within the last five years? If "yes", list the states where judgment or conviction was entered and submit as Attachment "J" a copy of each applicable court order.

No, the applicant has never had any such judgments entered against it.

SECTION B

Applicant Technical Information

(B-1) Submit as Attachment "K":

- (a) A description of the Applicant's computer capabilities to store and process large volumes of customer account data. Include a resource list, e.g., modem with dedicated telephone line and facsimile machine;
- (b) A description of the Applicant's capabilities to exchange data with other market participants,

- i.e., Utility Distribution Company and Independent Scheduling Administrator; and
- (c) Identification of Applicant's staff who will prepare the reports to the Commission required by the retail electric competition rules.

Please see Attachment "K" attached hereto.

(B-2) Submit as Attachment "L" :

- (a) A description of the specific services that Applicant will offer, the customer classes to be served, the expected number customers in each class, and the average number of kWhs which the Applicant will market each month; and
- (b) A description of the Applicant's technical ability to provide the services described in (B-2). Identify the Applicant's key technical and operational personnel including their names, titles, and length of experience in the sale, procurement, metering, and billing of energy services or similar products. If some entity other than the Applicant will provide the metering or billing for the Applicant, identify the company and describe its experience in providing these services.

Please see Attachment "L" attached hereto.

- (B-3) If the Applicant is an Electric Service Provider (excluding a Meter Service Provider or Meter Reading Service Provider), it must provide a copy of its Service Acquisition Agreement with a Scheduling Coordinator as required in R14-2-1603(G)(3). Submit a copy of the Service Acquisition Agreement as Attachment "M". If the Applicant has been authorized to act as a Scheduling Coordinator, submit a copy of that authorization in Attachment "M". (Note: This requirement is contingent upon the existence of a Scheduling Coordinator at the time of application.) A copy of the service agreement will be required prior to providing service.

N/A

- (B-4) The Applicant must provide its service agreement with each Utility Distribution Company in whose territory the Applicant plans to do business as required in R14-2-1603(G)(3).. Submit a copy of that service agreement as Attachment "N". A copy of the service agreement will be required prior to providing service.

N/A

(B-5) If the Applicant will provide Meter Service, but not Meter Reading Service, submit as Attachment "O":

- (a) Identification of the meter class to be served;
- (b) Proof of current liability insurance in the amount of \$2,000,000 per incident;
- (c) A detailed description of each of the Applicant's employees' electric meter testing, installation, maintenance, repair, and removal experience including their Meter Worker Class level. (Note: The Applicant must have at least one employee who is a Class 3 Meter Worker who is available at all times the function is performed by the MSP);
- (d) A detailed description of the Applicant's training program and procedures and policies regarding testing, installation, maintenance, repair, or removal of electrical devices. (Note: The Applicant's policies must provide that its employees wear uniforms and carry proper identification while on site to perform any of these functions);
- (e) If the Applicant also will provide incidental or backup meter servicing, include a detailed description of its training programs, procedures and policies regarding meter servicing. (Note: The Applicant's policies must provide that its employees wear uniforms and carry proper identification while on site for meter servicing); and
- (f) A detailed description of the educational and training in electrical work and electrical safety required by the Applicant of its employees before they are allowed to install, maintain, repair, or remove electrical meters or metering devices.

N/A

By responding to (B-5), the Applicant agrees to comply with:

- (a) The Meter Services Provider standards approved by the Commission, including *Meter Testing, Calibration and Installation* and *Meter Worker Qualifications*. An Applicant's failure to comply shall be grounds for revocation of its Certificate for Convenience and Necessity;
- (b) All of the Commission's Meter Service Provider filing and reporting requirements; and
- (c) The meter services safety requirements of the American Public Power Association (APPA) *Safety Manual For an Electric Utility*.

N/A

(B-6) If the Applicant will perform Meter Reading Service Provider (MRSP) functions, submit the following as Attachment "P":

- (a) A description of the Applicant's training program or means to ensure that its employees are properly trained to perform MRSP functions;
- (b) A description of the Applicant's processes and standard operating procedures to ensure that meter data is processed accurately and audit records are maintained;
- (c) The Applicant's disaster recovery plan, covering a "minor" disaster, such as a computer failure, and a "major disaster," such as a facility fire;
- (d) An Applicant's plan for obtaining back-up meter reads in the event of communications failure, if the Applicant uses remote communications to read meters;
- (e) A description of the Applicant's security measures, including restricting physical and electronic access to data and data servers;
- (f) A description of the Applicant's procedures for identifying potential energy theft and reporting it to the Utility Distribution Company and the Electric Service Provider; and
- (g) Identification of the employee whom the Applicant is requesting take a Commission approved and administered data test. (Note: The Applicant is required to pass a test that includes retrieving raw data, performing validation, editing and estimation, posting data to a server, and exchanging data with other market participants including at least one Utility Distribution Company via a Commission approved format.)

N/A

SECTION C

Financial Information

- (C-1) Submit as Attachment "Q" the applicant must submit the following audited financial information for the most recent two years that the Applicant has been in business: balance sheets, income statements, cash flow statements, and other financial information evidencing financial resources.

(C-2) If the Applicant will collect funds, including deposits or advances, from customers prior to providing services, submit as Attachment "R" one of the following:

- (1) A credit evaluation from Moody's of "Baa2" or higher or an evaluation from Standard and Poor's, Fitch, or Duff and Phelps of "BBB" or higher; or
- (2) A security deposit sufficient to cover one half of the expected sales price of the kWhs that the Applicant forecasts it will sell to small customers over a 12 month period (# of kWhs per month * # of customers * 12 months * price per kWhs / 2); or
- (3) A financial guarantee bond in an amount sufficient to provide adequate recourse for customers in the event of fraud or nonperformance by Applicant. The bond amount could be based upon sales value and any amounts that the Applicant collects by way of deposits or advance payments.

Attachment "R" must indicate which method will be used and include the appropriate documentation, if currently available.

N/A

(C-3) Prior to certification the Commission will require the Applicant to procure a bond or insurance coverage in an amount sufficient to protect customers in the event of the Applicant's default or non-performance. Check which of the following methods the Applicant intends to use:

- ☒ The Applicant will obtain a bond. The amount of the bond will be as requested by the Commission.
- ☐ The Applicant will obtain insurance. The amount of the insurance policy will be based on the number of customers the Applicant expects to be served and number of kWhs of electricity that the Applicant expects to provide.
- ☐ The Applicant will provide proof that it has been found creditworthy by the Utility Distribution Company (UDC) under the credit terms imposed by the UDC. Is this a method to procure a bond or insurance coverage?

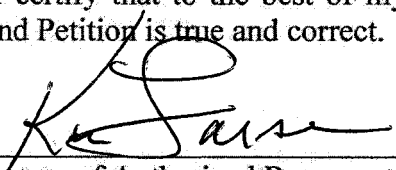
SECTION D

Customer Protection

(D-1) Submit as Attachment "S":

- (1) The name, address, and telephone number of the Applicant's customer complaint contact person; and
- (2) An explanation of the Applicant's plan to ensure that the electric service provided to its customers will not be interrupted in the event that the Applicant fails to provide the competitive services set forth in its application.

I certify that if the Applicant is an Arizona corporation, a current copy of the Articles of Incorporation is on file with the Arizona Corporation Commission and the Applicant holds a Certificate of Good Standing from the Commission. If the company is a foreign corporation or partnership, I certify that the company has authority to transact business in Arizona. I certify that all appropriate city, county and/or State agency approvals have been obtained. Upon signing of this application, I attest that I have read the Commission's rules and regulations relating to the regulations of electric energy services and that the company will abide by Arizona State Law including the Arizona Corporation Commission Rules and Regulations. I agree that the Commission's rules apply in the event there is a conflict between those rules and the company's tariff, unless otherwise ordered by the Commission. I certify that to the best of my knowledge the information provided in this Application and Petition is true and correct.


(Signature of Authorized Representative)

(Date)

05/03/12

Kim Larsen
(Print Name of Authorized Representative)

President and Owner
(Title)

SUBSCRIBED AND SWORN to before me this 3rd day of May, 2012


NOTARY PUBLIC

My Commission Expires

06/10/12

ANITA KEP
Notary Public, State of Florida
My Comm. Expires June 10, 2012
No. DD796644

ENERGY PROFESSIONALS, LLC

ATTACHMENT A

Ownership and Corporate Structure

The Applicant, Energy Professionals, LLC, was formed on December 7, 2007 and as such has a very limited corporate structure. Energy Professionals, LLC, is a wholly owned subsidiary of FMR Management, Inc. FMR Management, Inc. is owned 100% by Kim Larsen.

Applicant: Energy Professionals, LLC →→→→→→→→→→→→→→→→	Wholly owned by: FMR Management, Inc. →→→→→→→→→→→→→→→→	Which is 100% owned by: Kim Larsen →→→→→→→→→→→→→→→→
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ENERGY PROFESSIONALS, LLC

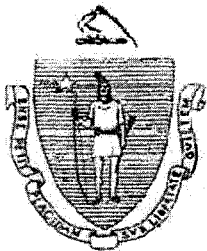
ATTACHMENT E

Other States in which Applicant Provides Similar Services

The Applicant does not operate under any name other than "Energy Professionals, LLC". The Applicant is licensed to do business in the states listed below under the name "Energy Professionals, LLC". The registration or license number of the Applicant in each such state is listed in the column beside the applicable state.

Pennsylvania	4047472
Illinois	02994992
Ohio	1927880
Maryland	Z13326079
New Hampshire	633304
Washington, D.C.	L47078
Massachusetts	001051920
New Jersey	0600366397
Maine	20120411FC

The Applicant is engaged in the retail sale of electricity in each state listed for which it has received a license to act as an electricity broker in such jurisdiction, and in each other state listed above in which a license is not required. The Applicant holds an electricity broker license in each of the states of Illinois, Ohio, Maryland, New Hampshire, Washington, D.C. and New Jersey. Proof of such licenses is attached hereto.



THE COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES

DEVAL L. PATRICK
GOVERNOR

TIMOTHY P. MURRAY
LIEUTENANT GOVERNOR

RICHARD K. SULLIVAN, JR.
SECRETARY OF ENERGY
AND ENVIRONMENTAL AFFAIRS

ONE SOUTH STATION
BOSTON, MA 02110
(617) 305-3500

ANN G. BERWICK
CHAIR

JOLETTE A. WESTBROOK
COMMISSIONER

DAVID W. CASH
COMMISSIONER

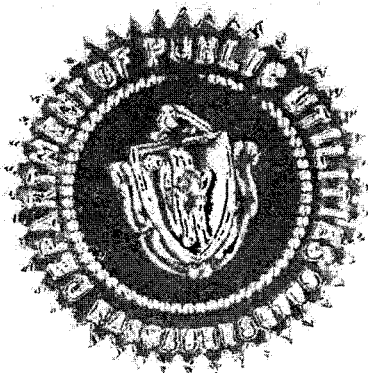
September 23, 2011

Steve Upham, Executive Director
Energy Professionals, LLC
13100 56th Court, Ste 703
Clearwater, FL 33760

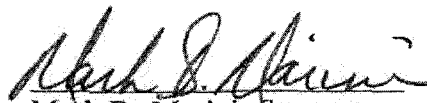
Mr. Upham,

The Department of Public Utilities has reviewed Energy Professionals, LLC's ("Energy Professionals") application for a Gas Retail Agent license. I am pleased to inform you that the application has been approved. Energy Professionals' license number is RA-076.

As a condition of maintaining its license, Energy Professionals must file updated information within 30 days of any material or organic change in the information required by 220 C.M.R. § 14.04(2), and must comply with all relevant requirements of G.L. c. 164 and the regulations thereunder, including 220 C.M.R. §§ 12.00, 14.00 et seq. If you decide to request renewal of Energy Professionals' license next year, please submit a renewal application that includes audited financial statements, at least 30 days prior to the expiration of this license.



Sincerely,

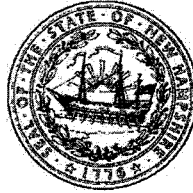

Mark D. Marini, Secretary

THE STATE OF NEW HAMPSHIRE

CHAIRMAN
Thomas B. Getz

COMMISSIONERS
Clifton C. Below
Amy L. Ignatius

EXECUTIVE DIRECTOR
AND SECRETARY
Debra A. Howland



PUBLIC UTILITIES COMMISSION
21 S. Fruit Street, Suite 10
Concord, N.H. 03301-2429

Tel. (603) 271-2431

FAX (603) 271-3878

TDD Access: Relay NH
1-800-735-2964

Website:
www.puc.nh.gov

August 13, 2010

Stephen Upham, Executive Director
Energy Professionals, LLC
13100 56th Court, Suite 703
Clearwater, FL 33760

Re: DM 10-196, Energy Professionals, LLC
Registration as a Natural Gas Aggregator

Dear Mr. Upham:

On July 27, 2010, Michael D'Angelo, President/CEO, BMDC, LLC, on behalf of Energy Professionals, LLC, filed with the Commission an application for registration as a natural gas aggregator, together with the initial application fee of \$250.00. On August 9, 2010, Energy Professionals, LLC filed with the Commission an amended application for registration as a natural gas aggregator.

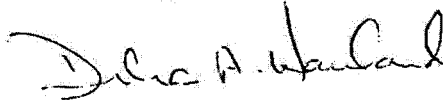
The Commission has reviewed the application for registration as a natural gas aggregator and has determined that it meets the requirements for registration pursuant to N.H. Code Admin. Rules Puc 3003.02. Therefore, the Commission will approve Energy Professionals, LLC as a natural gas aggregator in the State of New Hampshire, with the registration to be effective August 13, 2010. This registration will expire at the end of business on August 10, 2012.

Additionally, please bear in mind that, pursuant to N.H. Code Admin. Rules Puc 3003.02 (e), each aggregator applicant shall re-register with the Commission every 2 years by filing an application for renewal at least 60 days prior to the expiration of its registration, i.e., in the case of Energy Professionals, LLC, on or before June 12, 2012. Pursuant to Puc 3003.02 (d), each natural gas aggregator shall notify any LDC in whose service territory it intends to do business of the filing of its registration or renewal application at the time it files such an application with the Commission. Instructions on how to properly file a renewal registration application are located on the Commission website at <http://www.puc.nh.gov/Gas-Steam/CNGS-aggregator%20application%20instructions.pdf>.

August 13, 2010
Page Two

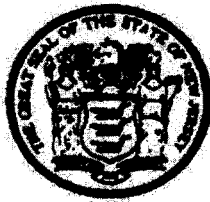
All registered Natural Gas Aggregators in the State of New Hampshire are subject to specific requirements spelled out in N.H. Code Admin. Rules Puc 3000 – Competitive Natural Gas Supplier Rules. These rules can be found on our website at <http://www.puc.nh.gov/Regulatory/Rules/PUC3000.pdf>. If you have any questions regarding these provisions, please contact the Commission. Thank you for your cooperation in this matter.

Sincerely,

A handwritten signature in dark ink, appearing to read "Debra A. Howland", written in a cursive style.

Debra A. Howland
Executive Director

cc: Michael D'Angelo, President/CEO – BMDC, LLC
Robert Wyatt, Utility Analyst IV, NHPUC



STATE OF NEW JERSEY
Board of Public Utilities
Two Gateway Center – Suite 801
Newark, NJ 07102
www.nj.gov/bpu/

Chris Christie
Governor

Kim Guadagno
Lt. Governor

Kristi Izzo
Secretary of the Board
Tel. # (973) 648-3426

May 16, 2011

Michael D'Angelo, Esq.
Regulatory Counsel
134 Highwood Avenue
Leonia, New Jersey 07605

Re: **Energy Agent, Private Aggregator and Energy Consultant Initial Registrations**
Dkt. Nos. EE11020081L & GE11020082L

Dear Mr. D'Angelo:

In accordance with the Electric Discount and Energy Competition Act of 1999, N.J.S.A. 48:3-49 et seq., at its May 16, 2011 Agenda meeting, the New Jersey Board of Public Utilities voted to issue **REGISTRATIONS** as an Energy Agent, Private Aggregator and Energy Consultant to Energy Professionals, LLC. Your registration numbers are EA-0109, PA-0087 and EC-0028.

The enclosed registrations are effective May 16, 2011 and expire on May 15, 2012. These registrations and the rights thereunder are **Non-Transferable**.

This letter is not an endorsement of, nor is it intended for use in, the marketing promotion of the registrant. Registrants shall comply with all applicable law, including the Electric Discount and Energy Competition Act, which prohibits the unauthorized change of a customer's energy provider and other fraudulent and illegal marketing activities.

If you have any questions, please contact Anna Procopio at (609) 292-1681.

Sincerely,


Kristi Izzo
Secretary of the Board

KI/alp
Encl.(s)

State of New Jersey



Board of Public Utilities

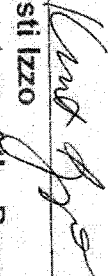
Two Gateway Center – Suite 801, Newark, New Jersey 07102

HEREBY REGISTERS

Energy Professionals, LLC
134 Highwood Avenue
Leonia, New Jersey 07605

To conduct business in the State of New Jersey as a

Private Aggregator


Kristi Izzo
Secretary of the Board

Registration No. PA-0087
Effective Date: May 16, 2011
Expiration Date: May 15, 2012

State of New Jersey



Board of Public Utilities

Two Gateway Center – Suite 801, Newark, New Jersey 07102

HEREBY REGISTERS

Energy Professionals, LLC
134 Highwood Avenue
Leonia, New Jersey 07605

To conduct business in the State of New Jersey as an

Energy Agent


Kristi Izzo
Kristi Izzo
Secretary of the Board

Registration No. EA-0109
Effective Date: May 16, 2011
Expiration Date: May 15, 2012

State of New Jersey



Board of Public Utilities

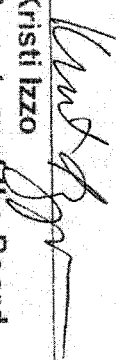
Two Gateway Center – Suite 801, Newark, New Jersey 07102

HEREBY REGISTERS

Energy Professionals, LLC
134 Highwood Avenue
Leonia, New Jersey 07605

To conduct business in the State of New Jersey as an

Energy Consultant


Kristi Izzo
Secretary of the Board

Registration No. EC-0028
Effective Date: May 16, 2011
Expiration Date: May 15, 2012

The Public Utilities Commission of Ohio

Ohio Competitive Retail Natural Gas Aggregator/Broker Certificate

Issued pursuant to Case Number(s):

11-5444-GA-AGG

Is

Ohio Competitive Retail Natural Gas Aggregator/Broker Certificate Number:

11-229G(1)

Granted to:

Energy Professionals, LLC

Whose office or principal place of business is located at:

13100 56th Court, Suite 703, Clearwater, FL 33760

And is hereby certified to provide:

Retail Natural Gas Aggregator/Broker Services

within the state of Ohio, for a two-year period.

Certification Effective:

November 12, 2011 Through November 12, 2013

The certification of Ohio competitive retail natural gas aggregators/brokers is governed by Chapter 4901:1-27 of the Ohio Administrative Code and section 4929.20 of the Ohio Revised Code.

This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) as well as those under law, are not met.

Certified entity is subject to all rules and regulations of the commission, now existing or hereafter promulgated.

Witness the seal of the Commission affixed at Columbus, Ohio

Dated: **November 10, 2011**

By Order of

The Public Utilities Commission of Ohio

Betty McCauley
Betty McCauley, Secretary

Tanowa M. Troupe, Acting Secretary

M. Beth Trombold, Acting Secretary

STATE OF ILLINOIS

ILLINOIS COMMERCE COMMISSION

Energy Professionals LLC

**Application for Licensure of
Agents, Brokers and Consultants
under Section 16-115C of the
Public Utilities Act.**

:
:
:
:
:
:

10-0589

ORDER

By the Commission:

I. PRELIMINARY MATTERS

On October 12, 2010, Energy Professionals LLC ("Applicant") filed a verified application with the Illinois Commerce Commission ("Commission") requesting a certificate of service authority to operate as an agent, broker or consultant ("ABC") in Illinois pursuant to Section 16-115C of the Public Utilities Act ("Act"), 220 ILCS 5/1-101 et seq., and 83 Ill. Adm. Code 454 ("Part 454"). The Administrative Law Judge requested additional information and clarification of certain matters contained in the Application. The Applicant filed a verified response providing the required bond. Applicant requests authority to offer services as an ABC for the procurement or sale of retail electricity supply for third parties in the State of Illinois.

II. REQUIREMENTS FOR ALL APPLICANTS UNDER SECTION 16-115C OF THE ACT

Applicant is a business organized under the laws of Florida and licensed to transact business in Illinois. Applicant has certified that it will comply with all applicable regulations; that it will comply with informational and reporting requirements established by Commission rule; that it will comply with informational and reporting requirements pursuant to Section 16-115C of the Act; and that it will comply with all other applicable laws, regulations, terms, and conditions required to the extent they have application to the services being offered by an ABC. Applicant has agreed to ensure that any person who acts on its behalf will comply with all applicable sections of Part 454. Applicant agrees that it will remain in compliance with the provisions of the Act and Part 454, and will ensure that authorizations received from customers, and all other applicable records are retained for a period of not less than three calendar years after the calendar year in which they were created. Applicant has agreed to adopt and follow rules and procedures to preserve the confidentiality of its customers' data.

III. FINANCIAL, TECHNICAL, AND MANAGERIAL REQUIREMENTS OF SECTION 16-115C

Pursuant to the requirements of Section 454.80 of Part 454, Applicant provided a surety bond in the amount of \$5,000 issued by a qualifying surety authorized to transact business in Illinois. Applicant submitted an original surety bond in satisfaction of Section 454.80.

Applicant is required by Part 454.60 to demonstrate that it meets the managerial qualifications necessary to provide services as an ABC. Applicant must further provide an organizational chart that indicates the position of persons which satisfy the managerial qualification. Applicant has demonstrated that it meets the managerial qualifications set forth in Part 454.60, as demonstrated in Attachment B, C, D and E. Attachment C includes an exhibit containing a corporate organizational chart and identifying the persons who are being used to meet the requirements of Part 454.60(a). Attachments D and E include an exhibit containing occupational background information on the person or persons who are being used to meet the requirements of Part 454.60(a).

Applicant is required by Part 454.70 to demonstrate that it meets the technical qualifications necessary to provide services as an ABC. Applicant has demonstrated that it meets the technical qualifications set forth in Part 454.70 with the information provided, including the information included in Attachment B, D and E. Attachments B, D and E includes an exhibit containing occupational background information on the person or persons who are being used to meet the requirements of Part 454.70(a).

Applicant indicated in its Application that it is licensed as a broker in Maryland, Ohio, New Hampshire and Washington DC. The Applicant further indicated that it has had no complaints filed against it for its provision of services in the gas or electric industry.

Applicant further agrees to comply with the Code of Conduct for ABCs contained in Section 454.90.

IV. COMMISSION CONCLUSION AND CERTIFICATE OF SERVICE AUTHORITY

The Commission has reviewed the application and attachments along with the supplementary information provided by Applicant regarding the technical and managerial requirements and all other requirements of the Act and Part 454 and finds that the Applicant sufficiently demonstrates compliance with the requirements.

The Commission concludes, therefore, that Applicant's request for a certificate of service authority to operate as an ABC in Illinois should be granted and should include the following authority:

CERTIFICATE OF SERVICE AUTHORITY

IT IS CERTIFIED that Energy Professionals LLC is granted service authority to operate as an agent, broker or consultant for the procurement or sale of retail electricity supply for third parties in the State of Illinois.

V. FINDINGS AND ORDERING PARAGRAPHS

The Commission, having reviewed the entire record, is of the opinion and finds that:

- (1) Energy Professionals LLC, a business organized under the laws of Florida, seeks a certificate of service authority to operate as an agent, broker or consultant under Section 16-115C of the Act;
- (2) the Commission has jurisdiction over the party hereto and the subject matter hereof;
- (3) the recitals of fact and conclusions reached in the prefatory portion of this Order are supported by the record and are hereby adopted as findings of fact;
- (4) Applicant has demonstrated that it possesses sufficient financial, managerial and technical resources and abilities to provide services as an agent, broker or consultant for the procurement or sale of retail electricity supply to third parties in the State of Illinois;
- (5) Applicant has complied with Section 16-115C of the Act and Part 454; and
- (6) Energy Professionals LLC should be granted the certificate of service authority to operate as an agent, broker or consultant as specified in this Order.

IT IS THEREFORE ORDERED by the Illinois Commerce Commission that Energy Professionals LLC is hereby granted a Certificate of Service Authority authorizing it to operate as an agent, broker or consultant; said Certificate of Service Authority shall read as that set forth in Section IV of this Order.

IT IS FURTHER ORDERED that Energy Professionals LLC shall comply with all applicable Commission rules and orders now and as hereafter amended.

IT IS FURTHER ORDERED that, subject to the provisions of Section 10-113 of the Public Utilities Act and 83 Ill. Adm. Code 200.880, this Order is final; it is not subject to the Administrative Review Law.

By order of the Commission this 9th day of February, 2011.

(SIGNED) MANUEL FLORES

Acting Chairman

FILE

3

PUBLIC UTILITIES COMMISSION OF OHIO

Certified as a Competitive Retail Electric Service Provider

Certificate Number:

10-212E (1)

Issued Pursuant to Case Number(s):

10-576-EL-AGG

A certificate as a Competitive Retail Electric Service Provider is hereby granted to, **Energy Professionals, LLC** whose office or principal place of business is located at **13100 56th Court, Suite 703, Clearwater, FL 33760** to provide **aggregation and power broker** services within the State of Ohio effective **May 28, 2010**.

The certification of competitive retail electric suppliers is governed by Section 4901:1-24-(01-13) of the Ohio Administrative Code, Section 4901:1-21-(01-15) of the Ohio Administrative Code, and Section 4928.08 of the Ohio Revised Code.

This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) are not met.

Subject to all rules and regulations of the Commission, now existing or hereafter promulgated.

Witness the seal of the Commission affixed at Columbus, Ohio.

Dated: June 1, 2010

By Order of

PUBLIC UTILITIES COMMISSION OF
OHIO



Renee J. Jenkins, Secretary

Betty McCauley, Acting Secretary

Mariruth C. Wright, Acting Secretary

Certificate Expires: **May 28, 2012**

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business
Technician Am Date Processed 6/1/10

CRES AUTOMATIC CASE ACTION FORM

Case No. 10-576-EL-AGG

Date Sent: May 28, 2010

Effective Date of Certificate: May 28, 2010

Certificate Expires: May 28, 2012

Company Name and Company Name d/b/a: Energy Professionals, LLC

☐ Renewal

Action Needed:

☒ Issue Certificate Number to: Energy Professionals, LLC at (address): 13100
56th Court, Ste 703, Clearwater FL 33760

☒ Certified To Provide the Following Services:

- ☐ Retail Generation
- ☒ Aggregation
- ☐ Power Marketer
- ☒ Power Broker
- ☐ Governmental Aggregation

☐ Renew Certificate No. to

☐ Revise Certificate No. to (check all applicable):

- ☐ Reflect name change from to
- ☐ Reflect address change from to
- ☐ Add new service offering to certificate:
 - ☐ Retail Generation
 - ☐ Aggregation
 - ☐ Power Marketer
 - ☐ Power Broker
 - ☐ Governmental Aggregation

☐ Correct Administrative Error

☐ Reflect Change of Ownership to:

☐ Cancel Certificate No.

☐ Protect Un-redacted copies until

☐ Close Case File, Case Withdrawn at Applicant's Request

☐ Close Case File

CASE NUMBER: 10-0576-EL-AGG
CASE DESCRIPTION: ENERGY PROFESSIONALS LLC
DATE OF SERVICE: 6/1/2010
DOCUMENT SIGNED ON: 6 / 1 / 10

Sign Here: 

PARTY OF RECORD	APPLICANT	ATTORNEY
ENERGY PROFESSIONALS LLC	NONE	
13100 56TH COURT		
STE 703		
CLEARWATER, FL 33760		
Phone: 727-572-0600		

DOUGLAS R. M.
NAZARIAN
CHAIRMAN

HAROLD D. WILLIAMS
SUSANNE BROGAN
LAWRENCE BRENNER
THERESE M. GOLDSMITH

**PUBLIC SERVICE COMMISSION**

#7, 2/3/10 AM; ML#120603
License Reference No.: IR-1791

February 3, 2010

James K. McGee
Alexander & Cleaver
11414 Livingston Road
Fort Washington, MD 20744-5146

Dear Mr. McGee:

On December 18, 2009, Energy Professionals, LLC filed an Application for a license to supply electricity or electric generation services in Maryland under COMAR 20.51. The Company proposes to provide electricity broker services in Maryland for residential, commercial and industrial customers without restrictions on the number and size of end use customers.

After considering this matter at the February 3, 2010 Administrative Meeting, the Commission granted Energy Professionals, LLC a license to supply electricity or electric generation services in Maryland in accordance with its Application (License Reference Number IR-1791). The license granted by the Commission under this Letter Order is limited to electricity broker services only.

Finally, Energy Professionals, LLC is reminded that it is under a continuing obligation to notify the Commission of any substantial changes to the information upon which the Commission relied in granting this license. A copy of the supplemental or updated information is required to be filed concurrently with the Office of People's Counsel.

By Direction of the Commission,

/s/ Terry J. Romine

Terry J. Romine
Executive Secretary

TJR/gjd

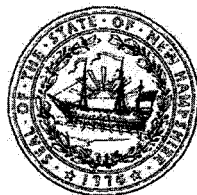
c: Phil VanderHeyden, Electricity Division
Paula M. Carmody, People's Counsel

CHAIRMAN
Thomas B. Getz

COMMISSIONERS
Clifton C. Below
Amy L. Ignatius

EXECUTIVE DIRECTOR
AND SECRETARY
Debra A. Howland

THE STATE OF NEW HAMPSHIRE



PUBLIC UTILITIES COMMISSION
21 S. Fruit Street, Suite 10
Concord, N.H. 03301-2429

Tel. (603) 271-2431

FAX (603) 271-3878

TDD Access: Relay NH
1-800-735-2964

Website:
www.puc.nh.gov

August 9, 2010

Steve Upham
Executive Director
Energy Professionals, LLC
13100 56th Court, Suite 703
Clearwater, FL 33760

Re: DM 10-197, Notification of Energy Professionals, LLC's Intent to Provide Electric Aggregation Service

Dear Mr. Upham:

This is to confirm that the New Hampshire Public Utilities Commission (Commission) has received Energy Professionals, LLC's notice of intent to provide electric aggregation service in the State of New Hampshire, pursuant to New Hampshire Administrative Rules Puc 2003.02. Staff has reviewed the application provided and believes that it meets the requirements of Puc 2003.02. Based on Staff's recommendation and the Commission's review, the Commission approves Energy Professionals, LLC's application to provide electric aggregation service in New Hampshire.

Please note the following provision of Puc 2003.02 (f): "[E]ach aggregator shall re-file with the commission an up-to-date written notice of intent to provide service as an aggregator every 2 years on or before its original notice anniversary date. Energy Professionals, LLC's original notice anniversary date is July 27, 2010 and therefore it is required to refile an up-to-date written notice on or before **July 27, 2012** if it continues to offer and provide electric aggregation service. In addition, Energy Professionals, LLC is subject to the provisions of Puc 2004.03, telephone solicitation of customers, and Puc 2004.07, customer protections provided by aggregators.

If you have any questions regarding these provisions, please contact the Commission. Thank you for your cooperation in this matter.

Sincerely,

A handwritten signature in dark ink, appearing to read "Debra A. Howland".

Debra A. Howland
Executive Director

EA - 09 - 6 - 4 ^{Am}

PUBLIC SERVICE COMMISSION OF THE DISTRICT OF COLUMBIA
1333 H STREET N.W., 2ND FLOOR, WEST TOWER
WASHINGTON, D.C. 20005

RECEIVED ^{Am}

2010 MAR 15 P 2:07

DISTRICT OF COLUMBIA
PUBLIC SERVICE COMMISSION
March 15, 2010

ORDER

**FORMAL CASE NO. EA 09-6, IN THE MATTER OF THE APPLICATION OF
ENERGY PROFESSIONALS, LLC FOR AN ELECTRICITY LICENSE, Order
No. 15735**

1. By this Order, the Public Service Commission of the District of Columbia ("Commission") grants a license to Energy Professionals, LLC ("EP" or "Applicant") to function as an electricity supplier in the District of Columbia.¹ Specifically, EP intends to operate as a broker of electricity for residential, commercial and industrial customers in the District of Columbia, pursuant to Section 34-1505 of the "Retail Electric Competition and Consumer Protection Act of 1999 ("Act")."²

2. On December 3, 2009, EP filed its license application.³ Pursuant to the Commission's licensing requirements as set forth in Order No. 11796,⁴ EP has provided the following information:

- a) Proof of technical and managerial competence;
- b) An affidavit of compliance with applicable Federal and District of Columbia environmental laws and regulations dated November 24, 2009;
- c) Proof of financial integrity to include financial statements;
- d) Proof that EP has registered with the Department of Consumer and Regulatory Affairs to do business in the District of Columbia;
- e) An affidavit that EP is subject to all applicable taxes;
- f) An affidavit dated November 24, 2009, stating that EP will comply with all the requirements of all orders and regulations of the Commission; and

¹ D.C. Official Code § 34-1501(17)(2009 Supp.) defines, in part, an electricity supplier as "a person, including an aggregator, broker, or marketer, who generates electricity; sells electricity; or purchases, brokers, arranges or markets electricity for sale to customers."

² D.C. Official Code § 34-1505; see generally §§ 34-1501-1520.

³ *Formal Case No. EA 09-6, In the Matter of the Application of Energy Professionals, LLC for an Electricity License*, Application of Energy Professionals, LLC filed December 3, 2009.

⁴ *Formal Case No. 945, In the Matter of the Investigation into Electric Service Market Competition and Regulatory Practices*, Order No. 11796 at Attachment C, rel. September 20, 2000.

g) EP's website address: www.energyprofessionals.com.

3. After a complete review of the application and supplemental documentation,⁵ the Commission finds that granting the application of Energy Professionals, LLC will serve the public interest. The information contained in its application demonstrates that the Applicant has the ability and the financial integrity to serve electricity customers in the District of Columbia.

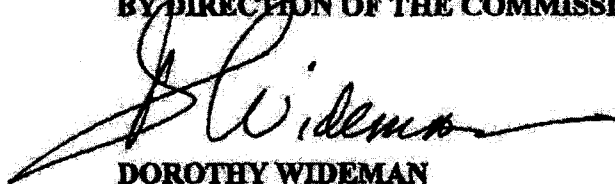
THEREFORE, IT IS ORDERED THAT:

4. The application of Energy Professionals, LLC for a license to conduct business in the District of Columbia as an electricity supplier is hereby **GRANTED**.

A TRUE COPY:

BY DIRECTION OF THE COMMISSION:

CHIEF CLERK:


DOROTHY WIDEMAN
COMMISSION SECRETARY

⁵ Energy Professionals, LLC supplemented its Application by providing the Commission with additional financial information to demonstrate that it has sufficient financial resources to operate as a supplier of electricity in the District of Columbia. See Formal Case No. EA 9-6, Supplemental Filing, filed February 26, 2010.

ENERGY PROFESSIONALS, LLC

ATTACHMENT K

Technical Information—B-1

- (a) A description of the Applicant's computer capabilities to store and process large volumes of customer account data. Include a resource list, e.g., modem with dedicated telephone line and facsimile machine;

N/A—Applies to retail supplier only.

- (b) A description of the Applicant's capabilities to exchange data with other market participants, i.e., Utility Distribution Company and Independent Scheduling Administrator;

N/A—Applies to retail supplier only.

- (c) Jimmy Warrick, Executive Director of the applicant, will prepare the reports to the Commission required by the retail electric competition rules.

ENERGY PROFESSIONALS, LLC

ATTACHMENT L

Technical Information—B-2

(a) Our services will include performing a cost analysis of a customer's utility expenses pursuant to which we will utilize a minimum of 12 months data to prepare the cost analysis. Upon completion of this analysis, we will determine if the customer may have an opportunity to reduce their cost by entering into a third party supply contract with a retail supplier. If we determine that this option will be beneficial to the customer, then we will issue an RFP to all of the licensed retail energy providers to provide us with quotes. Such quotes will subsequently be used to make a recommendation to our customer. We intend to provide such services to residential, commercial and industrial customers.

(b) Energy Professionals, LLC was formed in 2007 for the purpose of being a broker in natural gas and electricity, and has been operating as such, since such date. Energy Professionals, LLC envisions working only for licensed third party suppliers and will not be taking title to the commodity or traditionally "aggregating". For the most part it will be the third party suppliers that will have the direct billing/customer service relationship with the customers. However, if a client/customer should ever need to contact Energy Professionals, LLC, the Applicant stands ready, willing and able to handle and professionally address all inquiries.

Each of the President/Owner, Kim Larsen, Executive Director, Jimmy Warrick, and Vice President, Steve Upham, have extensive managerial and energy related experience. Kim Larsen has held numerous managerial positions for over 20 years and is a seasoned executive. Jimmy Warrick began working in the energy industry in 1999 with AGR Group, Inc. and now oversees each and every department at Energy Professionals, LLC, with the responsibility of ensuring the overall viability of the organization. Steve Upham has well over 8 years of extensive energy experience dating back to 2002, where he served as co-owner and director of operations for On Target Marketing, which sold for various energy suppliers.

The Executive Director, Jimmy Warrick, began working in the energy industry in 1999 as an independent consultant and shortly after accepted a position with the AGR Group, Inc. to act as their Director of Administration and Sales for an expansion office opening in Florida. Jimmy assisted with establishing the foundation of the office and played a key role in the expansion of the organization, which has now become one of the nations leading energy services companies. In 2009, Jimmy accepted the role of Executive Director for Energy Professionals, LLC which is a full service energy consulting firm that represents the end user as opposed to any individual energy provider. His responsibilities include overseeing each and every department, as well as ensuring the overall viability of the organization. Jimmy also developed the current model for the organization, which is a proprietary formula used for evaluating individual customers load profiles. This model enables Energy Professionals, LLC to make recommendations on which energy product will serve most beneficial to each individual customer. Jimmy plays a key role in the day to day operations and also works directly with larger clients and government agencies.

ENERGY PROFESSIONALS, LLC

The Vice President, Stephen Upham, has extensive managerial and energy related experience. Steve has well over eight (8) years of extensive energy experience dating back to 2002, where he was co-owner and Director of operations for On Target Marketing which sold for various energy suppliers. Steve has been with Energy Professionals, LLC since 2007. With about twenty (20) years in call center management, he is well qualified to run the day-to-day operations. Steve's call center experience started in the telecom industry, where he was a manager for a successful long distance company. He gained experience in the deregulated energy industry when he joined a verification company and then had an opportunity to open and manage a call center specializing in customer acquisition and customer service campaigns with 100% focus on the deregulated gas and electric markets. Please see the resumes of Kim Larsen, Jimmy Warrick and Steve Upham attached hereto.

All metering and billing services will be provided by licensed retail electric suppliers or authorized public utilities.

ENERGY PROFESSIONALS, LLC

KIM LARSEN—RESUME

EXPERIENCE

1973-1977 Zodys' Department Store (Food Counter Bar), various positions

Handled orders, preparation, cashier and inventory
Became manager at age 16

1977-1978 National Shirt retail clothing store, Sales Associate

Sold for different companies including Worldcom Wireless, Dish TV,
appointment setting programs and sold for various energy suppliers

1978-1988 Assisted various dentists, including for Dr. Robinson (Huntington Beach,
CA), Dr. Hetrick (Huntington Beach, CA), and Dr. Warren (Long Beach,
CA)

Worked as a registered Dental Assistant and licensed X-ray Technician
Performed both front office and back office duties

1988-1993 Opened a new Chiropractic Office as Office Manager

Duties performed were marketing, accounts receivable, data entry, handling
patient finances for care, and employment decisions

1993-1994 Car Dealership, Office Manager, Car Salesman

Handled office management duties
Processed rentals, automobile sales finances and contracts
Sold automobiles

1994-2005 KL Business Services, Founder and Owner

Provided Chiropractic and Dental Consulting

2005-Present FMR Management, Inc.

Provides Consulting and Management Services

ENERGY PROFESSIONALS, LLC

JIMMY WARRICK—RESUME

Energy Related Work Experience:

2009- Present Energy Professionals, LLC
Executive Director

- Full service energy consulting firm that provides power and gas consulting and buying recommendations to large commercial customers.
- Responsible for developing different buying strategies and recommendations for the employees to review with their individual clients depending on current market conditions and other factors.
- Personally responsible for managing accounts of clients that spend in excess of five million dollars per year on their energy consumption.

2002 – 2009 AGR Group, Inc.
Director of Administration and Sales

- Played a key role in establishing a new branch office in Clearwater Florida.
- Responsible for the development and implementation of residential and small commercial energy sales projects for numerous clients.
- Oversaw regulatory guidelines and was responsible to ensure that all laws and regulatory requirements were met in each specific market.
- Provided consulting and market recommendations to numerous different energy clients.

1999 – 2002 Independent Consultant in the energy marketing industry.

ENERGY PROFESSIONALS, LLC

STEPHEN UPHAM—RESUME

EXPERIENCE

1993-1999 Verification Company, Co-Owner/Director of Operations

Provided Third-Party Verification services to long distance companies such as LCR, Trescom TTI and Primus

Provided Third-Party Verification services to energy suppliers such as Keyspan Energy Services, MXenergy and Direct Energy

1999-2003 On Target Marketing, Co-Owner/Director of Operations

Sold for different companies including Worldcom Wireless, Dish TV, appointment setting programs and sold for various energy suppliers

2003-Present Utilities Marketing Group, LLC, Executive Director

Manager of call center, conducting various lead generation and sales programs for energy suppliers

2007-Present Energy Professionals, LLC, Vice President

ENERGY PROFESSIONALS, LLC

ATTACHMENT Q

Financial Information—C-1

The Applicant, Energy Professionals, LLC, was formed on December 7, 2007 and as such does not yet have extensive financial information to report. Please see attached hereto certified balance sheets and income statements for fiscal years 2010 and 2011.

**ENERGY PROFESSIONALS, LLC
BALANCE SHEET
AS OF DECEMBER 31, 2010**

ASSETS

CURRENT ASSETS

CASH \$ 4,998.90

TOTAL CURRENT ASSETS 4,998.90

PROPERTY AND EQUIPMENT

TOTAL ASSETS \$ 4,998.90



**ENERGY PROFESSIONALS, LLC
BALANCE SHEET
AS OF DECEMBER 31, 2010**

LIABILITIES AND STOCKHOLDERS' EQUITY

CURRENT LIABILITIES

LONG-TERM LIABILITIES

STOCKHOLDERS' EQUITY

CAPITAL	<u>4,998.90</u>
---------	-----------------

TOTAL STOCKHOLDERS' EQUITY	<u>4,998.90</u>
----------------------------	-----------------

TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	<u>\$ 4,998.90</u>
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42

**ENERGY PROFESSIONALS. LLC
INCOME STATEMENT**

	12 Months December 31,	%
SALES		
SALES REVENUE	<u>\$ 2,598.28</u>	<u>100.00</u>
TOTAL SALES	<u>2,598.28</u>	<u>100.00</u>
GROSS PROFIT	<u>2,598.28</u>	<u>100.00</u>
OPERATING EXPENSES		
INSURANCE	200.00	7.70
LEGAL AND ACCOUNTING	937.78	36.09
OFFICE EXPENSE	100.00	3.85
OUTSIDE SERVICES	<u>1,360.50</u>	<u>52.36</u>
TOTAL OPERATING EXPENSES	<u>2,598.28</u>	<u>100.00</u>
OTHER INCOME/EXPENSE		

ENERGY PROFESSIONALS, LLC
BALANCE SHEET
AS OF DECEMBER 31, 2011

ASSETS

CURRENT ASSETS

CASH \$ 15,220.48

TOTAL CURRENT ASSETS 15,220.48

PROPERTY AND EQUIPMENT

TOTAL ASSETS \$ 15,220.48

**ENERGY PROFESSIONALS, LLC
BALANCE SHEET
AS OF DECEMBER 31, 2011**

LIABILITIES AND STOCKHOLDERS' EQUITY

CURRENT LIABILITIES

LONG-TERM LIABILITIES

STOCKHOLDERS' EQUITY

CAPITAL	4,998.90
CURRENT INCOME (LOSS)	<u>10,221.58</u>

TOTAL STOCKHOLDERS' EQUITY	<u>15,220.48</u>
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TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	<u>\$ 15,220.48</u>
---	----------------------------

ENERGY PROFESSIONALS. LLC

INCOME STATEMENT

	12 Months December 31,	%
SALES		
SALES REVENUE	\$ 811,877.95	100.00
TOTAL SALES	<u>811,877.95</u>	<u>100.00</u>
GROSS PROFIT	<u>811,877.95</u>	<u>100.00</u>
OPERATING EXPENSES		
SALARIES AND WAGES	649,530.60	80.00
ADVERTISING	4,000.00	0.49
BANK CHARGES	30.00	0.00
COMMISSIONS	73,794.95	9.09
INSURANCE	2,071.81	0.26
LEGAL AND ACCOUNTING	7,242.69	0.89
LICENSES AND FEES	1,285.75	0.16
OFFICE EXPENSE	(4,255.56)	(0.52)
RENT	3,600.00	0.44
TAXES - OTHER	1.57	0.00
TAXES - PAYROLL	49,484.00	6.10
TAXES - STATE U.C.	10,333.03	1.27
TAXES - FEDERAL U.C.	3,795.64	0.47
TELEPHONE	<u>741.89</u>	<u>0.09</u>
TOTAL OPERATING EXPENSES	<u>801,656.37</u>	<u>98.74</u>
OPERATING INCOME (LOSS)	<u>10,221.58</u>	<u>1.26</u>
OTHER INCOME/EXPENSE		
NET INCOME (LOSS)	<u><u>\$ 10,221.58</u></u>	<u><u>1.26</u></u>

ENERGY PROFESSIONALS, LLC

FORECASTED FINANCIALS	2012	2013
1. CASH ON HAND		
[Beginning of year/left from last year]	\$50,000	\$378,000
2. CASH RECEIPTS		
(a) Cash Sales	\$1,000,000	\$1,000,000
(b) Collections from Credit Accounts	\$0	\$0
(c) Loan or Other Cash Injection	\$0	\$0
3. TOTAL CASH RECEIPTS		
[2(a) + 2(b) + 2(c) = 3]	\$1,000,000	\$1,000,000
4. TOTAL CASH AVAILABLE		
[Before cash out] (1 + 3)	\$1,050,000	\$1,378,000
5. CASH PAID OUT		
(a) Gross Wages (excludes withdrawals)	\$500,000	\$500,000
(b) Payroll Expenses (Taxes, etc.)	\$0	\$0
(c) Supplies (Office and Operating)	\$12,000	\$12,000
(d) Logo and Website Development	\$10,000	\$10,000
(e) Advertising and Marketing	\$10,000	\$10,000
(f) Travel and Entertainment Expenses	\$10,000	\$10,000
(g) Accounting and Legal	\$25,000	\$25,000
(h) Rent	\$12,000	\$12,000
(i) Telephone	\$3,000	\$3,000
(j) Insurance	\$12,000	\$12,000
(k) Sales Commissions	\$12,000	\$12,000
(l) Health Benefits	\$36,000	\$36,000
(m) Interest	\$10,000	\$10,000
(n) Miscellaneous (Unspecified)	\$20,000	\$20,000
6. TOTAL CASH PAID OUT		
[Total 5(a) through 5(n)]	\$672,000	\$672,000
7. CASH POSITION		
[End of year] (4 - 6)	\$378,000	\$706,000

ENERGY PROFESSIONALS, LLC

ATTACHMENT S

Customer Information Contact

- (1) Jimmy Warrick, Executive Director
Energy Professionals, LLC
13100 56th Court, Suite 703
Clearwater, Florida 33760
Telephone: 727-572-0600
Facsimile: 727-572-0602
jwarrick@energyprofessionals.com
Toll Free phone for customer service: 877-343-9044
- (2) As a broker, the applicant will not actually be providing the electric service to customers. Therefore, question #2 of this Attachment 5 is not applicable to our business and applies solely to retail suppliers. However, the Applicant will do business solely with licensed retail electric suppliers and authorized public utilities that have a plan to ensure that the electric service provided to its customers will not be interrupted.